Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

UNCLASSIFIED

PAGE 01 BONN 14903 01 OF 02 151707Z

53
ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CIAE-00 INR-10 NSAE-00 RSC-01

TRSE-00 FRB-02 OMB-01 XMB-07 OPIC-12 STR-08 SSO-00

NSCE-00 INRE-00 SS-20 L-03 NSC-10 DRC-01 /112 W
---------- 107914
O R 151608Z OCT 73
FM AMEMBASSY BONN
TO SECSTATE WASHDC IMMEDIATE 8048
USDOC WASHDC IMMEDIATE
INFO USMISSION BERLIN
AMCONSUL BREMEN
AMCONSUL DUESSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART
USIA WASHDC

UNCLAS SECTION 1 OF 2 BONN 14903

FOR SEARBY AND VAN GESSEL FROM WOOTTON

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJ: REQUEST FOR ELECTRONIC DIALOGUE WITH DEPUTY ASSISTANT SECRETARIES SEARBY (STATE) AND VAN GESSEL (COMMERCE)

REF: BONN 14848

1. ON SEVERAL OCCASIONS USIA/USIS HAS USED THE ELECTRONIC DIALOGUE (ED) TECHNIQUE (I.E., TRANSATLANTIC TELEPHONE EXCHANGE) WITH GOOD EFFECT TO PUT GERMAN OPINION MOLDERS IN TOUCH WITH POLICY LEVEL OFFICIALS IN THE US GOVERNMENT. AS AN EXPERIMENT, THE EMBASSY PROPOSES NOW THAT THE TECHNIQUE BE USED TO ALLOW KEY OFFICIALS IN STATE AND COMMERCE CONCERNED WITH OVERSEAS COMMERCIAL PROGRAMS TO PARTICIPATE IN THE GERMANY-WIDE COMMERCIAL CONFERENCE TO
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BONN 14903 01 OF 02 151707Z

BE HELD AT BERCHTESGADEN OCTOBER 23 AND 24. THE PURPOSE

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

OF THEIR PARTICIPATION WOULD BE TO BRIEF CONFERENCE PARTICIPANTS ON THE STATUS OF SEVERAL ON-GOING AND PROPOSED COMMERCIAL PROGRAMS AND TO PERMIT CONFERENCE PARTICIPANTS TO EXCHANGE VIEWS WITH THE WASHINGTON SPEAKERS.

2. ACCORDINGLY, WE WOULD LIKE TO INVITE DEPUTY ASSISTANT SECRETARY OF STATE DANIEL M. SEARBY AND DEPUTY ASSISTANT SECRETARY OF COMMERCE AND DIRECTOR OF THE BUREAU OF INTERNATIONAL COMMERCE MARINUS VAN GESSEL TO JOIN COMMERCIAL OFFICERS IN GERMANY FOR AN ED AT 4:00 P.M. LOCAL TIME (11:00 A.M. WASHINGTON TIME) ON TUESDAY, OCTOBER 23.

3. FORMAT: WE SUGGEST A ONE HOUR ED TO CONSIST OF 15 MINUTE INTRODUCTORY STATEMENTS BY EACH OF THE TWO WASHINGTON PARTICIPANTS AND 30 MINUTES OF DISCUSSION.

4. PROPOSED SUBJECTS FOR DISCUSSION:
A. PROGRESS STATE AND COMMERCE ARE MAKING IN DEVELOPING A JOINT COMMERCIAL PROGRAM BUDGET. THE EMBASSY HAS SUBMITTED A COMMERCIAL BUDGET PROPOSAL FOR FY 1975, AND COMMENTS REGARDING OUR RECOMMENDATIONS WOULD BE APPRECIATED.
B. IT WAS NOTED AT THE FRANKFURT COMMERCIAL CONFERENCE LAST DECEMBER THAT STATE WAS REQUESTING A SUBSTANTIAL NUMBER OF NEW POSITIONS FOR THE EUROPEAN AREA. WHAT IS THE CURRENT STATUS OF STATE'S FY 74 BUDGET SUBMISSION WITH REGARD TO ADDITIONAL COMMERCIAL OFFICER POSITIONS, REPRESENTATION FUNDS AND TRAVEL FUNDS?
C. WE HAVE UNDER CONSIDERATION A SATELLITE TRADE CENTER IN DUESSELDORF/COLOGNE AND/OR A MERCHANDISE DISPLAY CENTER IN HAMBURG. WHAT ARE WASHINGTON'S VIEWS ON THE CREATION OF NEW TRADE CENTERS IN GERMANY TO BETTER EXPLOIT THE LARGE DECENTRALIZED MARKET HERE FOR US PRODUCTS AND TO SERVE CONTIGUOUS MARKETS AS WELL?
D. IT HAS BEEN INDIACTED THAT STEPS WOULD BE TAKEN TO IMPROVE THE STATUS OF COMMERCIAL FOREIGN SERVICE LOCAL PERSONNEL AT OVERSEAS POSTS. THIS MIGHT INCLUDE STEPPING UP THE LIMITED PROGRAM OF FSL CONSULTATIONS IN THE U.S., IMPROVED WAGES, ETC. WHAT PROGRESS IS BEING MADE IN THIS AREA? IS CONSIDERATION BEING GIVEN TO THE HIRING OF AMERICANS RESIDENT OVERSEAS FOR COMMERCIAL POSITIONS?
UNCLASSIFIED

E. IN OUR TELEGRAM FOLLOWING UP ON THE FRANKFURT CONFERENCE, (BONN 17075 OF DECEMBER 14, 1972), WE SUGGESTED THAT STATE CONSIDER ESTABLISHING COMMERCIAL OFFICER POSITIONS ON THE STAFF OF THE MAJOR DESKS IN EUR. HAS CONSIDERATION BEEN GIVEN TO THIS PROPOSAL?
F. GERMAN POSTS ARE STEPPING UP THEIR EFFORTS TO PROVIDE MORE AND BETTER QUALITY TRADE OPPORTUNITIES FOR AMERICAN BUSINESS. WHAT SUCCESS HAVE THE COMMERCE FIELD

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

OFFICES HAD IN SIGNING UP SUBSCRIBERS TO THE TOP PROGRAM?
IS CONSIDERATION BEING GIVEN TO PROVIDE ADDITIONAL RESOURCES
OVERSEAS TO MEET THE EXPECTED DEMAND FOR ADDITIONAL TOS?

UNCLASSIFIED

NNN

UNCLASSIFIED

PAGE 01 BONN 14903 02 OF 02 151710Z

44
ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CIAE-00 INR-10 NSAE-00 RSC-01

TRSE-00 FRB-02 OMB-01 XMB-07 OPIC-12 STR-08 SSO-00

NSCE-00 INRE-00 SS-20 L-03 NSC-10 DRC-01 /112 W
---------- 107951
O R 151608Z OCT 73
FM AMEMBASSY BONN
TO SECSTATE WASHDC IMMEDIATE 8049
USDOC WASHDC IMMEDIATE
INFO USMISSION BERLIN
AMCONSUL BREMEN
AMCONSUL DUESSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART
USIA WASHDC

UNCLAS SECTION 2 OF 2 BONN 14903

G. AT OUR COMMERCIAL CONFERENCE IN FRANKFURT WE WERE
INFORMED THAT A TEST OF THE COUNTRY COMMERCIAL PROGRAM (CCP)
CONCEPT WAS BEING UNDERTAKEN IN A NUMBER OF OVERSEAS
MARKETS. WE WOULD APPRECIATE LEARNING THE OUTCOME OF THESE
TRIAL CCPS, AND WHAT FUTURE STEPS WASHINGTON PLANS RE THIS
ACTIVITY.
H. ONE OF OUR CONTINUING PROBLEMS HAS BEEN THE SOMETIMES
UNCOORDINATED INFLOW OF REQUESTS FOR ACTION EMANATING FROM
BOTH COMMERCE AND STATE. IS CONSIDERATION BEING GIVEN TO THE
ESTABLISHMENT OF A SINGLE POINT OF CONTROL IN EITHER STATE
OR COMMERCE WHICH WOULD BE RESPONSIBLE FOR MONITORING THE FLOW
OF COMMERCIAL WORKLOAD TO THE POSTS?
I. IT IS GENERALLY RECOGNIZED THAT ADDITIONAL STEPS MUST BE
TAKEN TO MAKE US FIRMS MORE EXPORT MINDED. WHAT FURTHER EFFORTS

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

IN THIS DIRECTION ARE CONTEMPLATED OR UNDERWAY?
J. SOME 25 CONSULAR POSTS IN IMPORTANT MARKETS HAVE BEEN
DESIGNATED AS COMMERCIAL INTEREST POSTS WITH THE OBJECTIVE
UNCLASSIFIED

UNCLASSIFIED

OF ASSIGNING PRINCIPAL OFFICERS TO THESE POSTS FROM THE
ECONOMIC/COMMERCIAL CONE. HOW IS THIS PROGRAM DEVELOPING?

5. ACTION REQUESTED: PLEASE ADVISE EMBASSY SOONEST IF ED
PROPOSAL AND TOPICS SUGGESTED ARE ACCEPTABLE. IF RESPONSE
IS POSITIVE, USIS BONN WILL HANDLE TECHNICAL DETAILS.
SUGGEST DEPARTMENT ACTION OFFICER CONTACT ROGER COOPER, USIA
ACTION OFFICER EXT. 26788 OR 23754 REGARDING TECHNICAL
ARRANGEMENTS AT WASHINGTON END.
HILLENBRAND

UNCLASSIFIED

NNN

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973BONN14903
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731033/aaaaaybl.tel
Line Count: 188
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: BONN 14848
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 20 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20-Sep-2001 by bryansd0>; APPROVED <29-Jan-2002 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REQUEST FOR ELECTRONIC DIALOGUE WITH DEPUTY ASSISTANT SECRETARIES SEARBY (STATE) AND VAN GESSEL (COMMERCE)
TAGS: BEXP, GE
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005